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# Message Text

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44
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
---------- 069546
R 171340Z JUN 75
FM AMEMBASSY BUCHAREST
TO USDOC WASHDC
INFO SECSTATE WASHDC 3143
AMEMBASSY BERLIN
AMEMBASSY BUDAPEST
AMEMBASSY MOSCOW
AMEMBASSY PRAGUE
AMEMBASSY SOFIA
AMEMBASSY VIENNA
AMEMBASSY WARSAW

UNCLAS BUCHAREST 2682

E.O. 11652: N/A
TAGS: BEXP, RO
SUBJECT: SPECIAL HANDLING OF SIGNIFICANT TRADE OPPORTUNITIES

REF: STATE A-3218 OF MAY 6, 1975

1. WE WOULD LIKE CLARIFICATION OF TDAD'S ROLE UNDER TOP'S NEW SPECIAL HANDLING PROCEDURE AS IT RELATES TO LARGE FOREIGN GOVERNMENT PROJECTS. AS SPELLED OUT (PARA 4, REFAIR) THESE PROCEDURES SEEM TO IMPLY ELIMINATION OF HIGHLY-VALUED TDAD ASSISTANCE WITH RE MAJOR PROJECT OPPORTUNITIES.

2. AS BEWT APPRECIATS, WE HAVE UNTPN NOT SUBMITTED SIGNIFICANT TRADE OPPORTUNITIES, ESPECIALLY THOSE INVOLVING COMPLEX ROMANIAN PROPOSALS FOR INDUSTRIAL COOPERATION (TURNKEY PLANTS, COMPLETE ASSEMBLY LINES, LICENSES, JOINT VENTURES) DIRECTLY TO TDAD FOR DISSEMINATION TO INTERESTED AMERICAN FIRMS. WE HAVE BEEN VERY SATISFIED BY TAD'S EFFORTS IN APPRISING APPROPRIATE U.S. FIRMS
THESE
PROPOSALS. TDAD'S EXPERTISE IN EASTERN EUROPE HAS BEEN
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OF GREAT ASSISTANCE IN CONVEYING PROMPTLY NOT ONLY FACTS

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BUT ALSO RELEVANT BACKGROUND CONCERNING ROMANIAN ECONOMIC CONDITIONS. RESPONSES HAVE BEEN INCREASINGLY PROMPT, FACT WHICH CONTRIBUTES SIGNIFICANTLY TO DEVELOPMENT OF PRODUCTIVE RELATIONSHIP BETWEEN EMBASSY AND FTOS.

3.IF, IN FACT, TDAD ROLE BEING ASSUMED BY OED/OBOD WE WOULD HOPE THAT OFFICE WILL HAVE RESOURCES TO PROVIDE SAME DEGREE OF SUPPORT NOW GIVEN BY TDAD. MANY BUSINESS OPPORTUNITIES IN ROMANIA'S STATE TRADING SYSTEM FIT NEIVZER THE PRIVATE TRADE OPPORTUNITY NOR THE GOVERNENT TENDER FORMAT BECAUSE REQUIREMENTS ARE IMPRECISELY STATED OR ARE SUBJECT TO NEGOTIATION. IN SOME CASES EXISTING RELATIONSHIPS WITH US FIRMS MUST BE HANDLED WITH DISCRETION. WE WOULD ALSO REQUEST MODIFICATION OF SYSTEM TO ELIMINATE REQUIREMENT FOR TWO COMMUNICATIONS (PARA 13 REFAIR) WHERE UNTIL NOW ONE HAS FREQUENTLY SUFFICED (AS IN BUCHAREST 2473). MOREOVER, IF WE ARE TO CODE COMPLEX PROJECTS, WE WOULD STRONGLY URGE SIGNIFICANT EXPANSION OF MAJOR GROUP 99, WHICH WE HAVE FOUND INADEQUATE FOR LARGE PERCENTAGE OF GOR PROPOSALS.

4. OUR CONCERNS SHOULDHWOT BE INTERPRETED AS DOUBTS ABOUT TOP PROGRAM. WE ARE ENTHUSIASTIC SUPPORTERS OF TOP AND HAVE STRONGLY ENCOURAGED GOR TO MAKE MORE USE OF PROGRAM, AN EFFORT BEARING SOME FRUIT IN RECENT MONTHS. WE ARE ALSO QUITE SYMPATHETIC TO EXTENSION OF TOP TO FOREIGN GOVERNMENT TENDERS PROVIDED SPECIAL HANDLING WILL BE OF QUALITY AND SPEED NOW OFFERED BY TDAD AND ASSUMING REPORTING DUPLICATION CAN BE RESOLVED. BARNES

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